



WJLA-TV WASHINGTON, DC

WJLA
1100 Wilson Blvd, 6th Floor
Arlington, VA 22209

Smart Media Group-Alexandria
1427 Leslie Ave
Ste 100
Alexandria, VA 22301

Contract # 4994656

Schedule Dates 09/25/21-10/01/21
Advertiser Glenn Youngkin for VA Governor-R (140580)
Agency Smart Media Group-Alexandria (6613)
Product POLITICAL CANDIDATE (ns) (1186)
Brand Youngkin for Gov 925C01 (1620414)
Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)
Sales Office WJLA/GJLA/EJLA
Buyer Name
Phone/Fax /
CPE YKIN/ORDR/925C01
Account Types Local/Political Candidate Agency BRD
Billing Type Standard
Comments NEW ORDER FOR YOUNGKIN EST 92

Date Entered 09/24/21
Last Modified 09/28/21
Entered By Mark Afshar
CO-OP No
External # 30077203
Demo A35+
Order Type Normal
Package Deal
Commission % 15.00
Commission \$27,476.25
Net Total \$155,698.75
Sales Tax

Washington (WJLA)

By Broadcast Month	Spots	Rate
Sep. 2021	13	\$14,450.00
Oct. 2021	200	\$168,725.00
Grand Total:	213	\$183,175.00

INCOMPLETE CONTRACT

Due to: Pending line Approvals

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT	09/27/21-10/01/21	3	:30	9A- 10A (EST)		2	2	2	2	2			10	\$300.00	\$3,000.00	Washington (WJLA)	Daypart DT LIVE W/ KELLY &	9/24/21
2.0	Normal Line / SPOT	09/27/21-10/01/21	2	:30	8A- 9A (EST)		2	2	2	2	2			10	\$800.00	\$8,000.00	Washington (WJLA)	Daypart EM GOOD MORNING AMERICA(Agency)- null	9/24/21
3.0	Normal Line / SPOT	09/25/21-09/25/21	2	:30	7A- 8A (EST)							1		1	\$400.00	\$400.00	Washington (WJLA)	Daypart EM GMA-SATURDAY(Agency)- null	9/24/21
4.0	Normal Line / SPOT	09/25/21-09/25/21	2	1:00	8A- 9A (EST)							1		1	\$650.00	\$650.00	Washington (WJLA)	Daypart EM GMW SAT 8-9A(Agency)- null	9/24/21
5.0	Normal Line / SPOT	09/25/21-09/25/21	2	:30	9A- 10A (EST)							2		2	\$400.00	\$800.00	Washington (WJLA)	Daypart EM GMA SAT 9-10A(Agency)- null	9/24/21
6.0	Normal Line / SPOT	09/26/21-09/26/21	2	:30	8A- 9A (EST)								2	2	\$450.00	\$900.00	Washington (WJLA)	Daypart EM GMA-SUN(Agency)- null	9/24/21
7.0	Normal Line / SPOT	09/26/21-09/26/21	3	:30	10A- 10:30A (EST)								1	1	\$125.00	\$125.00	Washington (WJLA)	Daypart EM FULL MEASURE SHARYL(Agency)- null	9/24/21
8.0	Normal Line / SPOT	09/27/21-10/01/21	2	:30	4P- 5P (EST)		3	3	3	3	3			15	\$400.00	\$6,000.00	Washington (WJLA)	Daypart EN ABC7 NEWS @ 4P(Agency)- null	9/24/21

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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9.0	Normal Line / SPOT	09/27/21-10/01/21	2	:30	5P- 6P (EST)		1	1	1	1	1			5	\$600.00	\$3,000.00	Washington (WJLA)	Daypart EN ABC 7 NEWS @ 5P(Agency)- null	9/24/21
10.0	Normal Line / SPOT	09/27/21-10/01/21	2	:30	6P- 6:30P (EST)		1	1	1	1	1			5	\$900.00	\$4,500.00	Washington (WJLA)	Daypart EN ABC 7 NEWS @ 6P(Agency)- null	9/24/21
11.0	Normal Line / SPOT	09/27/21-10/01/21	3	:30	6:27P- 6:30P (EST)		1				1			2	\$2,500.00	\$5,000.00	Washington (WJLA)	Daypart EN WORLD NEWS ADJ A(Agency)- null	9/24/21
12.0	Revised Line / SPOT	09/27/21-10/01/21	3	1:00	10A- 11A (EST)		1	1	1	1	1						Washington (WJLA)	Daypart DT RACHEL RAY(Agency)- null	9/24/21
12.1	End Dated Line / SPOT	09/27/21-09/28/21	3	1:00	10A- 11A (EST)		1	1						2	\$500.00	\$1,000.00	Washington (WJLA)	Daypart DT RACHEL RAY(Agency)- null	9/27/21
13.0	Normal Line / SPOT	09/28/21-09/28/21	3	:30	6:57P- 7P (EST)			1						1	\$3,500.00	\$3,500.00	Washington (WJLA)	Daypart EN WOLD NEWS ADJ B(Agency)- null	9/24/21
14.0	Normal Line / SPOT	09/26/21-09/26/21	2	:30	6P- 7P (EST)								1	1	\$525.00	\$525.00	Washington (WJLA)	Daypart EN 6P WEEKEND NEWS(Agency)- null	9/24/21
15.0	Normal Line / SPOT	09/27/21-10/01/21	3	:30	11:35P- 12:35A (EST)		1	1	1	1	1			5	\$300.00	\$1,500.00	Washington (WJLA)	Daypart LF JIMMY KIMMEL	9/24/21
16.0	Normal Line / SPOT	09/27/21-10/01/21	3	:30	11P- 11:30P (EST)		2	2	2	2	2			10	\$500.00	\$5,000.00	Washington (WJLA)	Daypart LN ABC 7 NEWS @ 11P(Agency)- null	9/24/21

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17.0	Normal Line / SPOT	09/25/21-09/25/21	3	:30	11P- 12A (EST)							1		1	\$250.00	\$250.00	Washington (WJLA)	Daypart LN ABC7 NEWS @ 11P SAT/(Agency)- null	9/24/21
18.0	Normal Line / SPOT	09/27/21-10/01/21	3	:30	7P- 7:30P (EST)		2	2	2	2	2			10	\$1,400.00	\$14,000.00	Washington (WJLA)	Daypart PA WHEEL OF FORTUNE(Agency)- null	9/24/21
19.0	Normal Line / SPOT	09/27/21-10/01/21	3	:30	7:30P- 8P (EST)		2	2	2	2	2			10	\$2,000.00	\$20,000.00	Washington (WJLA)	Daypart PA JEOPARDY(Agency)- null	9/24/21
20.0	Normal Line / SPOT	09/27/21-09/27/21	3	:30	8P- 10P (EST)		1							1	\$2,500.00	\$2,500.00	Washington (WJLA)	Daypart PT DANCING WITH THE STA(Agency)- null	9/24/21
21.0	Normal Line / SPOT	09/28/21-09/28/21	3	1:00	8P- 11P (EST)			1						1	\$5,000.00	\$5,000.00	Washington (WJLA)	Daypart PT BACHELOR IN PARADISE	9/24/21
22.0	Normal Line / SPOT	09/29/21-09/29/21	3	:30	8P- 9P (EST)				1					1	\$2,000.00	\$2,000.00	Washington (WJLA)	Daypart PT GOLDBERGS/ WONDER YE(Agency)- null	9/24/21
23.0	Normal Line / SPOT	09/27/21-10/01/21	2	:30	11A- 12P (EST)		1	1	1	1	1			5	\$525.00	\$2,625.00	Washington (WJLA)	Daypart DT THE VIEW	9/24/21
24.0	Normal Line / SPOT	09/29/21-09/29/21	3	:30	9P- 10P (EST)				2					2	\$2,500.00	\$5,000.00	Washington (WJLA)	Daypart PT CONNERS/HOME ECON(Agency)- null	9/24/21
25.0	Normal Line / SPOT	09/30/21-09/30/21	3	:30	8P- 9P (EST)					1				1	\$3,000.00	\$3,000.00	Washington (WJLA)	Daypart PT STATION 19(Agency)- null	9/24/21

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26.0	Normal Line / SPOT	09/30/21-09/30/21	3	:30	9P- 10P (EST)					2				1	\$4,500.00	\$4,500.00	Washington (WJLA)	Daypart PT GREYSANATOMY(Agency)-null	9/24/21
26.0.1	Closed Preempt	09/30/21															Washington (WJLA)	No Availability/Spot -	
27.0	Normal Line / SPOT	09/30/21-09/30/21	3	:30	10:01P- 11P (EST)					1				1	\$3,000.00	\$3,000.00	Washington (WJLA)	Daypart PT BIG SKY(Agency)- null	9/24/21
28.0	Revised Line / SPOT	10/01/21-10/01/21	3	:30	9P- 11P (EST)						2						Washington (WJLA)	Daypart PT 20/20 9P	9/24/21
28.1	Normal Line / SPOT	10/01/21-10/01/21	3	:30	10P- ABC-20/20 (Friday)						2			2	\$1,500.00	\$3,000.00	Washington (WJLA)	Daypart PT 20/20 9P	9/28/21
29.0	Normal Line / SPOT	09/26/21-09/26/21	3	:30	8P- 9P (EST)								1	1	\$3,000.00	\$3,000.00	Washington (WJLA)	Daypart PT CELEB WHEEL OF FORTU(Agency)- null	9/24/21
30.0	Normal Line / SPOT	09/26/21-09/26/21	3	:30	10P- 11P (EST)								1	1	\$1,500.00	\$1,500.00	Washington (WJLA)	Daypart PT THE ROOKIE(Agency)- null	9/24/21
31.0	Normal Line / SPOT	09/25/21-09/25/21	2	:30	3:30P- 7:30P (EST)							1		1	\$1,100.00	\$1,100.00	Washington (WJLA)	Daypart SP COLLEGE FOOTBALL 330(Agency)-null	9/24/21
32.0	Revised Line / SPOT	09/27/21-10/01/21	2	1:00	12P- 1P (EST)		1	1	1	1	1						Washington (WJLA)	Daypart DT ABC7 NEWS @ NOON	9/24/21

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32.1	End Dated Line / SPOT	09/27/21-09/28/21	2	1:00	12P- 1P (EST)		1	1						2	\$800.00	\$1,600.00	Washington (WJLA)	Daypart DT ABC7 NEWS @ NOON	9/27/21
33.0	Revised Line / SPOT	09/27/21-10/01/21	2	1:00	6A- 7A (EST)		1	1	1	1	1						Washington (WJLA)	Daypart EM GOOD MORNING WASHINGTON(Agency)- null	9/24/21
33.1	End Dated Line / SPOT	09/27/21-09/28/21	2	1:00	6A- 7A (EST)		1	1						2	\$1,050.00	\$2,100.00	Washington (WJLA)	Daypart EM GOOD MORNING WASHINGTON(Agency)- null	9/27/21
34.0	Normal Line / SPOT	09/27/21-10/01/21	2	:30	12P- 1P (EST)		1	1	1	1	1			5	\$400.00	\$2,000.00	Washington (WJLA)	Daypart DT ABC7 NEWS @ NOON	9/24/21
35.0	Revised Line / SPOT	09/27/21-10/01/21	2	1:00	7A- 8A (EST)		1	1	1	1	1						Washington (WJLA)	Daypart EM GOOD MORNINGAMERICA	9/24/21
35.1	End Dated Line / SPOT	09/27/21-09/28/21	2	1:00	7A- 8A (EST)		1	1						2	\$1,600.00	\$3,200.00	Washington (WJLA)	Daypart EM GOOD MORNINGAMERICA	9/27/21
36.0	Revised Line / SPOT	09/27/21-10/01/21	2	1:00	5P- 6P (EST)		1	1	1	1	1						Washington (WJLA)	Daypart EN ABC 7 NEWS @ 5P(Agency)- null	9/24/21
36.1	End Dated Line / SPOT	09/27/21-09/28/21	2	1:00	5P- 6P (EST)		1	1						2	\$1,200.00	\$2,400.00	Washington (WJLA)	Daypart EN ABC 7 NEWS @ 5P(Agency)- null	9/27/21

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37.1	End Dated Line / SPOT	09/27/21-09/28/21	2	1:00	6P- 6:30P (EST)		1	1						2	\$1,800.00	\$3,600.00	Washington (WJLA)	Daypart EN ABC 7 NEWS @ 6P(Agency)- null	9/27/21
38.0	Normal Line / SPOT	09/27/21-10/01/21	2	:30	1P- 2P (EST)		1	1	1	1	1			5	\$325.00	\$1,625.00	Washington (WJLA)	Daypart DT GMA3(Agency)- null	9/24/21
39.0	Normal Line / SPOT	09/27/21-10/01/21	3	:30	2P- 3P (EST)		1	1	1	1	1			5	\$400.00	\$2,000.00	Washington (WJLA)	Daypart DT GENERAL HOSPITAL	9/24/21
40.0	Normal Line / SPOT	09/27/21-10/01/21	3	:30	5A- 6A (EST)		2	2	2	2	2			10	\$150.00	\$1,500.00	Washington (WJLA)	Daypart EM GOOD MORNING WASHING(Agency)- null	9/24/21
41.0	Normal Line / SPOT	09/27/21-10/01/21	2	:30	6A- 7A (EST)		1	1	1	1	1			5	\$525.00	\$2,625.00	Washington (WJLA)	Daypart EM GOOD MORNING WASHING(Agency)- null	9/24/21
42.0	Normal Line / SPOT	09/27/21-10/01/21	2	:30	7A- 8A (EST)		1	1	1	1	1			5	\$800.00	\$4,000.00	Washington (WJLA)	Daypart EM GOOD MORNINGAMERICA	9/24/21
43.0	Normal Line / SPOT	09/25/21-09/25/21	1	:30	7:30P- Sports-ABC College Football Prime							1		1	\$5,200.00	\$5,200.00	Washington (WJLA)	Daypart DT LIVE W/ KELLY &	9/24/21

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Due to: Pending line Approvals

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
44.0	Revised Line / SPOT	09/28/21-10/01/21	2	1:00	4:59:30P- News-7News ON YOUR SIDE at 5PM			1	1	1	1						Washington (WJLA)		9/27/21
44.1	End Dated Line / SPOT	09/28/21-09/28/21	2	1:00	4:59:30P- News-7News ON YOUR SIDE at 5PM			1						1	\$1,200.00	\$1,200.00	Washington (WJLA)		9/27/21
45.0	Revised Line / SPOT	09/28/21-09/30/21	2	1:00	7A- 8A (EST)			1	1	1							Washington (WJLA)		9/27/21
45.1	End Dated Line / SPOT	09/28/21-09/28/21	2	1:00	7A- 8A (EST)			1						1	\$1,600.00	\$1,600.00	Washington (WJLA)		9/27/21
46.0	Normal Line / SPOT	09/30/21-09/30/21	3	:30	6:57P- 7P (EST)					1				1	\$3,500.00	\$3,500.00	Washington (WJLA)		9/27/21
47.0	Revised Line / SPOT	09/28/21-10/01/21	3	1:00	9A- 10A (EST)			1		1	1						Washington (WJLA)		9/27/21
47.1	End Dated Line / SPOT	09/28/21-09/28/21	3	1:00	9A- 10A (EST)			1						1	\$500.00	\$500.00	Washington (WJLA)		9/27/21
48.0	M/G For 26.0.1 / SPOT	09/30/21-09/30/21	3	:30	7:57:56P- ABC-Station 19 (Thursday)					1					\$3,000.00		Washington (WJLA)		9/27/21
48.0.1	Closed Preempt	09/30/21															Washington (WJLA)	Sold Out/Exception -	
49.0	Normal Line / SPOT	10/01/21-10/01/21	3	:30	10P- ABC-20/20 (Friday)						1			1	\$1,500.00	\$1,500.00	Washington (WJLA)		9/27/21
50.0	Normal Line / SPOT	09/29/21-10/01/21	3	:30	10A- 11A (EST)				2	2	2			6	\$250.00	\$1,500.00	Washington (WJLA)	Daypart DT RACHEL RAY(Agency)- null	9/27/21

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



WJLA-TV WASHINGTON, DC

WJLA
1100 Wilson Blvd, 6th Floor
Arlington, VA 22209

Smart Media Group-Alexandria
1427 Leslie Ave
Ste 100
Alexandria, VA 22301

Contract # 4994656

Schedule Dates 09/25/21-10/01/21
Advertiser Glenn Youngkin for VA Governor-R (140580)
Agency Smart Media Group-Alexandria (6613)
Product POLITICAL CANDIDATE (ns) (1186)
Brand Youngkin for Gov 925C01 (1620414)
Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)
Sales Office WJLA/GJLA/EJLA
Buyer Name
Phone/Fax /
CPE YKIN/ORDR/925C01
Account Types Local/Political Candidate Agency BRD
Billing Type Standard
Comments NEW ORDER FOR YOUNGKIN EST 92

Date Entered 09/24/21
Last Modified 09/28/21
Entered By Mark Afshar
CO-OP No
External # 30077203
Demo A35+
Order Type Normal
Package Deal
Commission % 15.00
Commission \$27,476.25
Net Total \$155,698.75
Sales Tax

Washington (WJLA)

By Broadcast Month	Spots	Rate
Sep. 2021	13	\$14,450.00
Oct. 2021	200	\$168,725.00
Grand Total:	213	\$183,175.00

INCOMPLETE CONTRACT

Due to: Pending line Approvals

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
51.0	Normal Line / SPOT	09/29/21-10/01/21	2	:30	12P- 1P (EST)				2	2	2			6	\$400.00	\$2,400.00	Washington (WJLA)	Daypart DT ABC7 NEWS @ NOON	9/27/21
52.0	Normal Line / SPOT	09/29/21-10/01/21	2	:30	6A- 7A (EST)				2	2	2			6	\$525.00	\$3,150.00	Washington (WJLA)	Daypart EM GOOD MORNING WASHING(Agency)- null	9/27/21
53.0	Normal Line / SPOT	09/29/21-10/01/21	2	:30	7A- 8A (EST)				2	2	2			6	\$800.00	\$4,800.00	Washington (WJLA)	Daypart EM GOOD MORNINGAMERICA	9/27/21
54.0	Normal Line / SPOT	09/29/21-10/01/21	2	:30	5P- 6P (EST)				2	2	2			6	\$600.00	\$3,600.00	Washington (WJLA)	Daypart EN ABC 7 NEWS @ 5P(Agency)- null	9/27/21
55.0	Normal Line / SPOT	09/29/21-10/01/21	2	:30	6P- 6:30P (EST)				2	2	2			6	\$900.00	\$5,400.00	Washington (WJLA)	Daypart EN ABC 7 NEWS @ 6P(Agency)- null	9/27/21
56.0	Normal Line / SPOT	09/29/21-10/01/21	2	:30	4:59:30P- News-7News ON YOUR SIDE at 5PM				2	2	2			6	\$600.00	\$3,600.00	Washington (WJLA)		9/27/21
57.0	Normal Line / SPOT	09/29/21-09/30/21	2	:30	7A- 8A (EST)				2	2				4	\$800.00	\$3,200.00	Washington (WJLA)		9/27/21
58.0	Normal Line / SPOT	09/30/21-10/01/21	3	:30	10A- 11A (EST)					2	2			4	\$250.00	\$1,000.00	Washington (WJLA)		9/27/21

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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